



Case Study

A Home Full of Smoke

Gail Zieman of Shorewest Realty Puts the Restorator and Heavy-Duty Standalone to the Test!

Gail Zieman is an agent who wants her clients to be “protected and happy” when their transaction is said and done, which is why she contacted Vaportek when faced with a serious odor issue.

Zieman tells her story: “Recently, I sold a great house to a great couple. He is a home brewer who wanted more yard to grow things for his beer production. She loves to garden. My first challenge was that they wanted a home in an urban environment. Somehow we did it! We found a solid home on a gorgeous one acre lot with several old apple trees and a huge garden space. The home is just three minutes off a freeway ramp and 10 minutes to a downtown urban area.”

While Zieman and her buyers were excited about the outside of the home, they encountered an unexpected surprise on the inside. According to Zieman, “The owners had smoked in the house for 20 years.” When asked about the severity of the smoke smell Zieman replied, “BAD. You could smell it from the patio when the screen door was opened to the inside.”

Despite the strong cigarette odors emanating from the home, the buyers were impressed with the land and wanted to proceed with their offer. To protect her buyers, Zieman wrote a provision in the offer for smoke remediation. However, the sellers did not have the necessary funds to make any of the repairs that came about as a result of the home inspection, let alone smoke remediation.

Having heard of Vaportek, Zieman reached out for help. “I was aware of Vaportek products, but hadn’t used them before. I called and explained the situation. I wanted to prove their effectiveness.”

Vaportek sent our Heavy-Duty Standalone cartridges for Zieman to sample. She knew just where she wanted to test them.

“In a short time, the odor was gone!”



“Since purchasing our home 7 years ago, we have been experiencing a strange odor in the basement. We always thought it had to do with the sump pump. I used the cartridges as instructed. In a short time, the odor was gone!”

After testing Vaportek’s products for herself, Zieman was ready to recommend it to her buyers.

“I thought that Vaportek’s products would be an economical solution for my buyer’s new home. For two days prior to closing, the sellers operated the Restorator and utilized Heavy-Duty Standalone cartridges. When we did the final walk-through, the smoke odor was nearly gone from the atmosphere. Once the carpet is replaced and the walls repainted, I’m am confident that the smoke odors will be completely gone.”

Restoration specialists quoted Zieman’s buyers over \$1,000 for the job. However, according to Zieman, “Vaportek products were an economical and effective solution. I’m sold and will be recommending the products both professionally and personally.”

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When Gail asked the new home owners how they liked Vaportek’s results, they told her that “Customer service was 110%” and that they are “overall happy with the products.”

Here at Vaportek, we take pride in our ability to help our customers solve their tough odor problems. As we did with Zieman, we want to be *your* air quality partners. ASK what Vaportek products can do for you!